

Scott Matejik's Glenwood/Edgewood and Glenbrook Knolls Real Estate Newsletter

Your Neighborhood Expert with The Hometown Touch

Winter, 2015

2014 Sales Recap

- **5205 Rayland Drive** I sold for \$583,000 for the original owner in May. This 3br, 2.25ba, cape cod needed complete renovation, had outdated systems and appliances, unfinished basement, and suffered from prolonged lack of maintenance.
- **8210 Maple Ridge Road** was my listing and sold slightly over asking price, due to multiple offers, for \$731,000 in May. This 3br, 2.5ba cape cod featured a 1st floor den, updated kitchen, finished basement, and driveway.
- **102 South Brook Lane** sold for \$773,750 in May. This 2br, 2ba cape cod had a 1st floor den, finished basement with kitchen and full bath, and garage.
- **5213 Rayland Drive** I sold for \$835,676 in January. This 3br, 3.5ba cape cod included an expanded master suite with bath and walk-in closet, upgraded kitchen, 1st floor den and bath, finished basement, 3-season porch, and garage.
- **5511 Glenwood Road** sold for \$837,000 in April. This expanded cape cod had 4br, 2.5ba, updated kitchen open to dining room, master suite with skylights, finished basement, deck, and detached garage.
- **5302 McKinley Street** sold for \$837,000 in April. This expanded 3br, 2.5ba colonial had a first floor den with bay window and fireplace, updated kitchen finished basement, garage, and rear deck.
- **5208 Glenwood Road** sold for \$839,000 in May. This 3br, 2.5ba colonial had an upgraded kitchen, first floor den, finished basement, updated windows, patio, and garage.
- **5310 Glenwood Road** sold for \$855,000 in April. This 3br, 2.5ba expanded colonial had a 1st floor den, updated kitchen with breakfast area addition, finished basement, garage, and stone retaining walls.
- **5305 Roosevelt Street** sold for \$877,000 in August. This expanded 3br, 2.5ba colonial featured an open floor plan, large updated kitchen, family room area, 1st floor laundry, updated baths, and unfinished basement.

Market Conditions Favorable Bethesda Prices Up in 2014

Low Inventory and Rates Continue to Fuel Market

2014 sales data show Bethesda/Chevy Chase home values increased 5.36% from the previous year, almost doubling the 2.8% increase seen in 2013. This was another solid indication the housing market rebounded from the 2008-2009 drop in prices. The 2014 average price of a single-family detached home in Bethesda/Chevy Chase was an astounding \$1,142,400, up 66% from 2002. And current inventory shows almost 4 out of 5 homes are priced over 1 million dollars. The fact is our area is a very expensive and desirable place to live, offering a good quality of life while providing a solid investment.

Market conditions played a very important role in determining the direction of prices last year. A large, but not very well publicized factor was how interest rates declined throughout the year to historic levels. As I've mentioned before in my newsletters, lower interest rates increase purchasing power and help offset rising prices. 30-year mortgage rates are just under 4% and give buyers an incentive to purchase a new home.

Another influence for the market was inventory levels. It seems we are continuing the trend of reduced sales volume throughout Bethesda/Chevy Chase, despite the one year aberration of 2013. This is significant to pricing, as it guides values and keeps buyers motivated. And finally, a side note to supply levels is the increase activity of builders tearing down existing homes and constructing new ones. Drive around, it is happening all over our area. This erodes the supply of smaller "affordable"

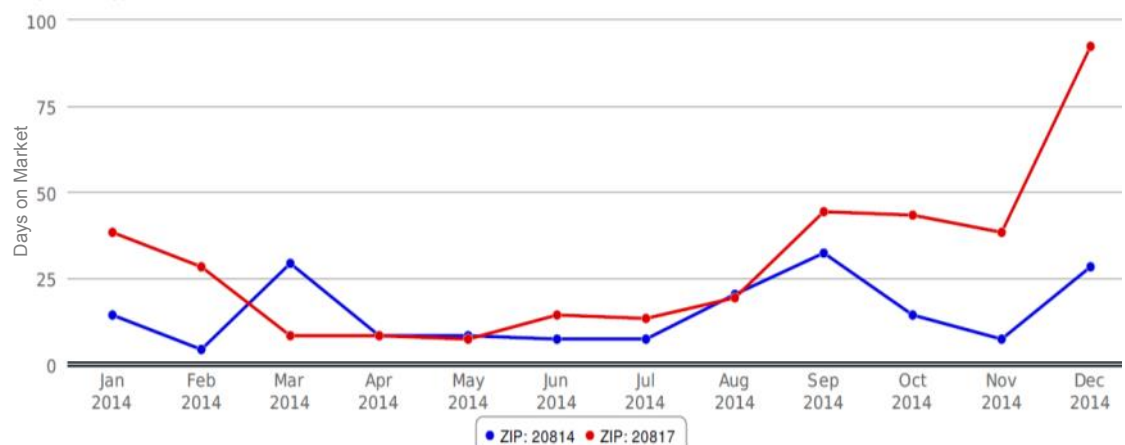


homes and impacts values. Twenty years ago, very few new homes were found in established neighborhoods. Now, it is hard to drive down a block in Bethesda without seeing a newly constructed home. Life has changed indeed.

What does all of this mean to residents of Glenwood, Edgewood and Glenbrook Knolls? First and foremost, it stresses the favorable price

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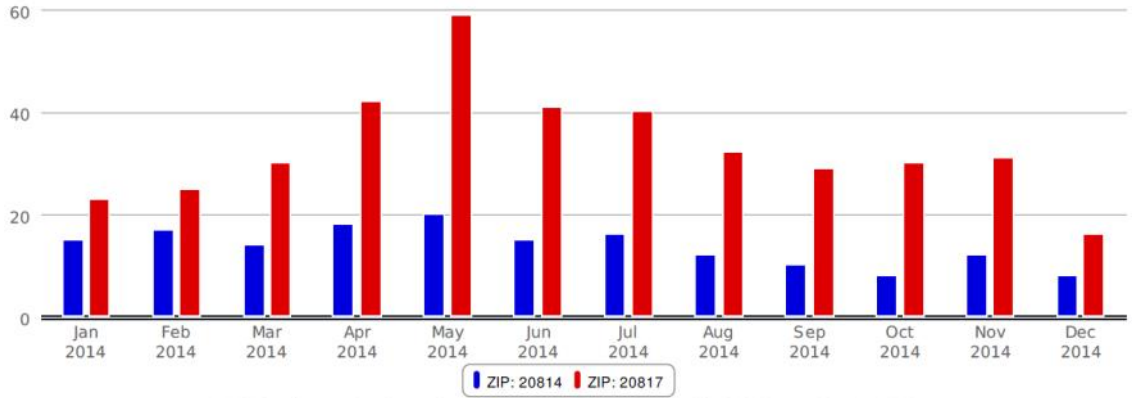
2014-Average Marketing Time To Sell a Home



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- **8516 Hazelwood Drive** sold for \$895,000 in March. This 3br, 2.5ba colonial had a large first floor rear addition which included a vaulted ceiling in the family room, expanded kitchen with island, finished basement, and garage.
- **5211 Roosevelt Street** sold for \$1,254,000 in July. This 4br, 5ba colonial had a 2010 large scale expansion/renovation with almost 4,300 sq ft. It featured a huge family room, granite kitchen with breakfast area, master suite with luxury bath and office, new baths, 2 screened porches, finished basement, garage, and stone patio with built-in grill.

Below is the 2012 monthly sales volume of detached homes located in the 20814 and 20817 zip codes



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Market Conditions Favorable - Prices Up in 2014

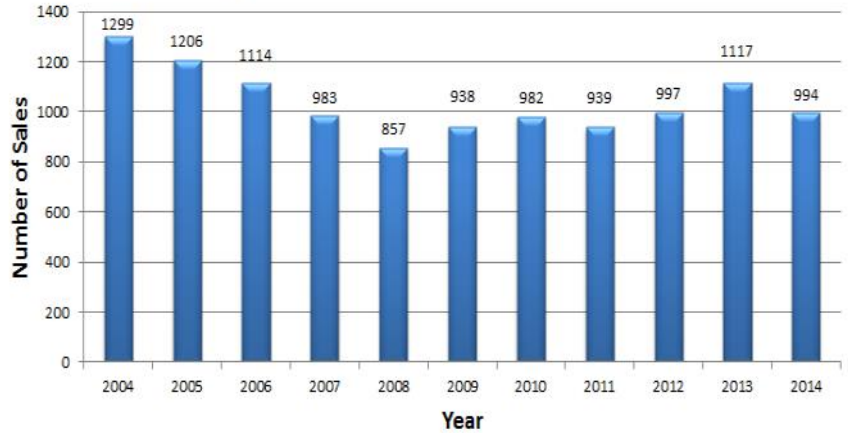
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range our neighborhood homes serve. It is difficult to imagine, but the average home price of \$847,038 looks quite reasonable to Bethesda buyers. We've come a long way since 2000, when a buyer could purchase a home in the neighborhood for under \$400,000. But as Bethesda has grown (see all of the new construction in downtown), our community continues to offer amenities very appealing to buyers. These new "Millennial" buyers love to live "close in" with the ability to walk into town. Affordability and location will always keep our community in a favorable light.

In addition to location, schools and style of housing play significant roles in determining value. Schools are a huge draw for our area, as homebuyer's value giving an excellent education to their children. We all have education to look back upon as our stepping stone to success. Traditional homes with desirable layouts, updates, and amenities are the key features for today's buyers. Just look at the new condo/apartment buildings in downtown Bethesda. They all have technologies catering to younger buyers. Many of our homes, though not necessarily new, now offer some of these "creature comforts" to attract what is likely to be our next generation of buyers.

And finally, look at the chart above which shows the timing of sales throughout the past year. The graph reveals many of the sales occurred during the spring and summer months. If you are considering selling your home, or are contemplating purchasing a home, these are excellent months to do so. Call me, as I am an expert in selling homes in your neighborhood and can give you advice on pricing, timing, home presentation, and explain the process in detail. Over the last 20 years, no other agent has sold more homes in your neighborhood. So put my 29 years of real estate experience selling Bethesda homes to work for you to achieve your goals.

Total Single Family Sales in ZIP Codes 20814-20817



Neighborhood Home Sales (2014)

<u>ADDRESS</u>	<u>LIST PRICE</u>	<u>SOLD PRICE</u>	<u>% OLP</u>	<u>MKT TIME</u>
5205 Rayland	\$599,000	\$583,000	97.3%	0
8210 Maple Ridge	\$729,000	\$731,000	100.2%	5
102 South Brook	\$839,000	\$773,750	92.2%	44
5213 Rayland	\$819,000	\$835,676	102%	4
5302 McKinley	\$837,000	\$837,000	100%	10
5511 Glenwood	\$849,000	\$837,000	98.5%	47
5208 Glenwood	\$839,000	\$839,000	100%	3
5310 Glenwood	\$899,000	\$855,000	95.1%	—
5305 Roosevelt	\$899,000	\$877,000	97.5%	51
8516 Hazelwood	\$879,000	\$895,000	101.8%	5
5211 Roosevelt	\$1,349,000	\$1,254,000	92.9%	92

The above data represents homes sold in 2014. List price refers to the original listing price. Sold price reflects final sales price exclusive of any closing credits. % OLP reflects the percentage of the final sales price to the original list price. MKT Time reflects the total days the home was on the market until a contract was ratified.

2014 Neighborhood Sales Highlights

20814 Zip Code Sales Summary

	2014	2013	% Change
Sold Dollar Volume	\$245,105,451	\$299,910,299	-18.27%
Avg Sold Price	\$729,481	\$731,489	-0.27%
Median Sold Price	\$643,000	\$632,500	1.66%
Units Sold	336	410	-18.05%
Avg Days on Market	42	48	-12.50%
Avg List Price for Solds	\$740,629	\$747,641	-0.94%
Avg SP to OLP Ratio	97.1%	96.8%	0.23%
Ratio of Avg SP to Avg OLP	96.7%	96.4%	0.33%
Attached Avg Sold Price	\$430,562	\$425,435	1.21%
Detached Avg Sold Price	\$1,042,980	\$1,062,399	-1.83%
Attached Units Sold	172	213	-19.25%
Detached Units Sold	164	197	-16.75%

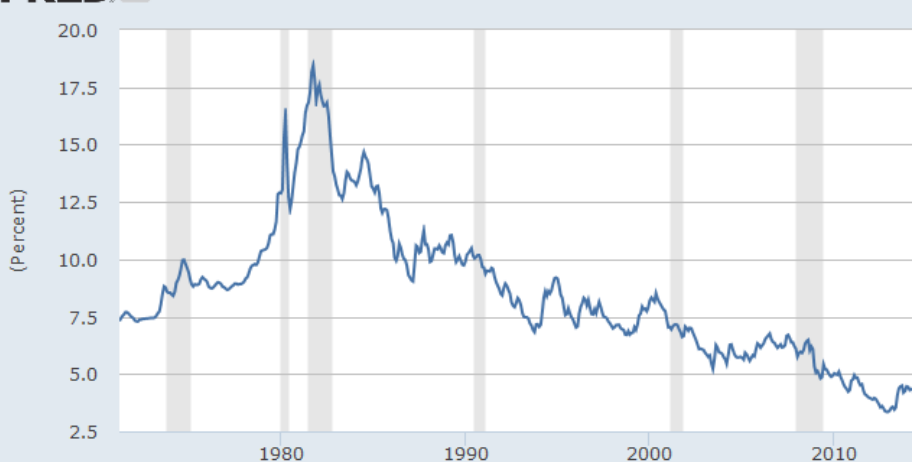
20817 Zip Code Sales Summary

	2014	2013	% Change
Sold Dollar Volume	\$467,281,122	\$517,968,837	-9.79%
Avg Sold Price	\$983,750	\$941,762	4.46%
Median Sold Price	\$825,000	\$843,000	-2.14%
Units Sold	475	550	-13.64%
Avg Days on Market	52	48	8.33%
Avg List Price for Solds	\$1,009,094	\$958,272	5.30%
Avg SP to OLP Ratio	96.5%	97.3%	-0.88%
Ratio of Avg SP to Avg OLP	95.8%	96.2%	-0.48%
Attached Avg Sold Price	\$403,745	\$434,220	-7.02%
Detached Avg Sold Price	\$1,108,354	\$1,041,063	6.46%
Attached Units Sold	84	90	-6.67%
Detached Units Sold	391	460	-15.00%

Below are some interesting sales statistics for your neighborhood:

- There were 11 homes sold in the community in 2014 with the average sales price \$847,038, compared to \$917,015 in 2013, \$751,000 in 2012, \$835,444 in 2011, \$733,762 in 2010, \$687,222 in 2009, and \$720,100 in 2008.
- Sellers sold their homes for an average of 97.9% of their original asking price last year, compared to just over 98% in the years 2010 through 2013, while only 94% of the asking price in 2009 and 2008.
- The average length of time a home was on the market (number of days from the listing date to a ratified contract) last year was 26 days (excluding the sale that took 92 days, the average was 18), while sales took 12 days in 2013, 11 days in 2012, 25 days in 2011, 18 days in 2010, 53 days in 2009 and 64 days in 2008.
- The average sales price for the 6 colonial homes sold last year was \$926,166 (just one selling over 1 million), compared to \$969,000 in 2013 (when one new construction home and two significantly expanded homes sold over 1 million). In 2012, \$801,285 was the average sales price (one home had a large scale, two-story addition), in 2011, \$861,750 (three homes had large-scale, two-story additions), in 2010, \$757,375 (no homes with two-story additions), in 2009, \$688,800 (no homes with two-story additions), and in 2008, \$762,050 (one home had a smaller, two-story addition).
- The average sales price for the 5 cape cod homes sold last year was \$752,085 (two above \$800,000) compared to \$825,000 in 2013 (only two sales, one was a complete renovation, both sold above \$800,000), \$633,666 in 2012, \$625,000 in 2011, \$647,475 in 2010, \$685,000 in 2009, and \$703,000 in 2008.
- A look back at the average sales price for homes over the years: in 1995 it was \$282,917, in 2000 it was \$393,328, in 2005 it was \$787,223, in 2010 it was \$733,762 and last year it was \$847,038. That's almost a 200% increase since 1995 and a 115% increase since 2000. Not a bad investment indeed!

FRED — 30-Year Conventional Mortgage Rate©



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Neighborhood Shred-It Day 2015

I will be sponsoring my **neighborhood Shred-It Day on March 21, 2015 from 12-3 pm at a new location this year. It will be held in the parking lot of Bethesda Elementary School (7600 Arlington Road).** The mobile truck will shred your old bank statements, important papers and files. **100% of the shredded paper gets recycled.** No metal or plastic clips allowed (regular staples are OK). If you have any questions, please don't hesitate to contact me. I hope to see you there!



Scott Matejik

"The Hometown Touch"

29 Years of Selling Bethesda Homes

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